

Job Description

Titles	Description
Job Title	Manager – Hotel Corporate Sales
Department	Sales & Business Development
Company Name	A Prestigious Hotel Property
Location	Udaipur (Rajasthan)
Company Overview	Join a Prestigious Hotel Brand, renowned for exceptional guest services, modern design, locally sourced dining, and consistent corporate contracts. We are hiring an experienced expert in Hotel Corporate Sales to take full ownership of the sales strategy for our high-profile client, a role central to maximizing the asset value and market influence.
Job Summary	We are seeking a dynamic and results-driven professional, who shall be responsible for driving corporate room bookings, MICE (Meetings, Incentives, Conferences, and Exhibitions) business, and long-term corporate accounts. You will be the face of the hotel in the corporate circuit, building relationships that drive consistent revenue.
Key Responsibilities	<p>1. Corporate Business Development</p> <ol style="list-style-type: none"> 1. Identify, target, and acquire new corporate accounts in Udaipur and key feeder markets (Delhi NCR, Mumbai, Ahmedabad, etc.). 2. Aggressively pitch for room nights, conference bookings, and banqueting events from corporate houses, PSUs, and government departments. 3. Conduct sales calls, site inspections, and presentations to potential corporate clients. <p>2. Account Management</p> <ol style="list-style-type: none"> 4. Serve as the primary point of contact for existing corporate clients, ensuring high satisfaction and repeat business. 5. Negotiate annual rate contracts (Corporate Agreements) with national and multinational companies. 6. Manage and grow the MICE segment by coordinating with event planners and corporate travel desks. <p>3. Revenue & Budget Management</p> <ol style="list-style-type: none"> 7. Achieve and exceed monthly and quarterly sales targets for room revenue and banquet sales.

	<ul style="list-style-type: none"> 8. Prepare sales reports, forecasts, and market intelligence reports for management. 9. Implement dynamic pricing strategies in coordination with the Revenue Manager to maximize yield. <p>4. Market Research & Competitor Analysis</p> <ul style="list-style-type: none"> 10. Keep a close watch on competitor hotels in Udaipur regarding their pricing, schemes, and corporate client engagement. 11. Identify market trends and new business opportunities within the corporate sector.
Key Skills	<ul style="list-style-type: none"> 1. Strong negotiation and closing skills. 2. Excellent communication and presentation skills (English & Hindi mandatory; knowledge of regional languages is a plus). 3. Proficiency in CRM software and hotel management systems. 4. Self-starter with the ability to work independently and as part of a team. 5. Willingness to travel within Rajasthan and occasionally to metro cities for sales blitzes. 6. Problem-Solving Skills: Capability to identify and address challenges that may arise during the leasing process; 7. Team Collaboration: Ability to work collaboratively with cross-functional teams, including legal, finance, and property management.
Qualifications	<ul style="list-style-type: none"> 1. Bachelor's degree in Hospitality, Business Administration, or Marketing. An MBA in Sales/Marketing is a plus; 2. Minimum 8 years of experience in Hotel Sales with at least 4 years specifically in Corporate Sales. 3. Proven track record of handling corporate accounts in the luxury/up-scale hotel segment. 4. Candidates with existing corporate contacts in Udaipur or Rajasthan will be given preference
What is offered	<ul style="list-style-type: none"> 1. Competitive salary and performance-based incentives; 2. Opportunities for professional development and career advancement; 3. Health and wellness benefits; 4. A dynamic and collaborative work environment.
How to Apply	Interested candidates are invited to update their profiles and resume along with cover letter outlining their qualifications and

	experience on the Career Section https://cusecconsulting.com/careers on our Website https://cusecconsulting.com/ .
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